

SPAIN

Spain is the European Community's largest consumer of fish products with per capita consumption of some 30 kg per capita in 1987. The wholesale value of fish and shellfish sales is approximately \$4 billion, of which some \$1.5 billion are imports. Canadian exports to Spain reached a high of \$22 million in 1980. However, exports to Spain from Canada virtually ceased after 1982 when Spain imposed an unofficial import ban on Canadian fish following the failure of Canada and Spain to agree on fish quotas for Spanish vessels in Canadian waters. The ban was lifted in 1986 and exports were recorded at \$1.2 million. By 1988, Canadian seafood exports to Spain had reached \$10 million.

Spain maintains the EEC's largest fishing fleet which supplies a major portion of the country's requirements for groundfish and pelagics, the most important species consumed. Fish exports to Spain are subject to quotas and restrictive tariffs on selected fish and fish products, although these will be modified or eliminated by 1992 to comply with the EC import regime. Spain is a relatively stable and conservative market with well-established demand for specific products and product forms. Spain consumers are served by some 6,000 small retail fish stores where fresh fish is readily purchased on a daily basis. However, profound changes in consumption habits have occurred in recent years and Spaniards are rapidly adopting the more varied eating habits and taste preferences of other western Europeans. Spain has become Europe's fastest growing economy. Growing affluence, along with increased female participation in the work force, has helped create a growing demand for new products/species and for more prepared and luxury seafood products.

MAJOR SPANISH SEAFOOD IMPORTERS

AHUMADOS CIPARCO, S.A.
Ctra. Andalucia-Getafe Km. 88,
Getafe-Madrid, Spain
Contact: Francisco Gonzalez
Tel:(91) 695-1258
Telex: 41961 ROSTO E
Products: seafood

AHUMADOS DOMINGUEZ, S.A.
Pol. Ind. Urtinsa, Parcela 48,
Alcorcon-Madrid, Spain
Contact: José Mestanza
Tel:(91) 641-0512
Telex: 46473 AHDO E
Products: seafood

ALBO S.A.
Hijos de Carlos,
Apartado 1510, La Paz 22,
Vigo, Pontevedra, Spain
Tel:(986) 23-13-00
Telex: 83-001
Products: salt fish, shellfish, canned fish

ALIMENTOS DEL ATLANTICO
Sardineira, 37, 15007
La coruna, Spain
Contact: James Milnes
Tel: 249999
Telex: 82163 EFRO E
Products: flatfish, clams, cod